

STANFORD SONOMA

Statement of Income and Comprehensive Income

Jan 22 - Dec 22

		<u>Total PTD</u>
		<u>Balance</u>
<i>(In Dollars)</i>		
Revenues		
Sales		
Net Sales		
4000	Misc Revenue	16,364.78
4001	F&F (Dickeys)	753,752.12
4002	F&F (Non-Dickeys)	12,975.23
4008	ON-LINE EQUIPMENT SALES	29,670.76
4020	Sales Discounts	(1,234.59)
Total Net Sales		811,528.30
Total Sales		811,528.30
Other Income		
Other Income		
4700	Freight Income	55,105.15
Total Other Income		55,105.15
Total Other Income		55,105.15
Total Revenues		866,633.45
Cost of Goods Sold		
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4400	Cost of Goods Sold	738,204.53
4401	F&F (Dickeys)	99,291.71
4408	Equipment Sales - Drop Ship	1,473,461.01
4450	Cost Variance	5,002.15
4500	Rebates / Incentives	(3,294.61)
4810	Freight Cost	41,285.13
Total Cost of Goods Sold		2,353,949.92
Total Cost of Goods Sold		2,353,949.92
Gross Profit (Loss)		(1,487,316.47)
Operating Expenses		
Total Research and Development		0.00
Sales and Marketing		
Selling Expenses		
5010	Advertising and Marketing	22,053.16
5297	Production Supplies	52,073.19
Total Selling Expenses		74,126.35
Total Sales and Marketing		74,126.35
General and Administrative		
General Expenses		
5070	Dues and Licenses	16,388.86
5100	General Expense	54,392.73
5105	Insurance	7,624.54
5260	Maintenance	851.94
5285	Office Expense	407.49
5286	Janitorial & Sanitation	(40.65)
5310	Repairs	7,039.87
5320	Safety and First Aid Expense	130.56
5330	Security	471.57
5355	Shipping	720.81

5370	Travel	700.00
5800	Phone and Internet	792.54
5900	Utilities	20,511.50
5910	Waste Disposal	2,836.94
Total General Expenses		112,828.70
Rental Expense		
5300	Rent	131,403.12
Total Rental Expense		131,403.12
Employee Taxes and Benefits		
5288	F&F Labor	202,246.57
5290	Payroll	1,036,888.75
5291	Payroll Taxes	16,944.84
5292	Payroll Fees	1,771.74
Total Employee Taxes and Benefits		1,257,851.90
Admin/Contract Labor		
5042	Admin/Indirect Labor	300,932.80
Total Admin/Contract Labor		300,932.80
Bank and Loan Fees		
5020	Bank Fees	8,997.50
Total Bank and Loan Fees		8,997.50
Professional Fees		
5040	Consulting Fees	4,441.49
Total Professional Fees		4,441.49
Legal Fees		
5200	Legal Fees	1,000.00
Total Legal Fees		1,000.00
Other Expenses		
4015	AR Invoice Adjustment	(1,642,273.80)
Total Other Expenses		(1,642,273.80)
Depreciation Expense		
5090	Depreciation	94,583.04
Total Depreciation Expense		94,583.04
Total General and Administrative		269,764.75
Total Operating Expenses		343,891.10
Operating Income (Loss)		(1,831,207.57)
Other Revenues		
Total Exchange Gain(Loss)		0.00
Total Interest Income		0.00
Total Other Revenues		0.00
Interest Expense		
Miscellaneous Expense		
9910	Deferred tax expense (benefit)	(94,652.00)
Total Miscellaneous Expense		(94,652.00)
Total Interest Expense		(94,652.00)
Income (Loss) before Tax		(1,736,555.57)
Total Provision for Income Taxes		0.00
Income (Loss) from Continuing Operations		(1,736,555.57)
Discontinued Operations		
Total Income (Loss) from Discontinued Component		0.00
Total Gain (Loss) from Sale of Discontinued Component		0.00
Total Income Tax on Discontinued Component		0.00

Income (Loss) from Discontinued Operations	0.00
Net Income (Loss)	(1,736,555.57)
Other Comprehensive Income (Loss)	
Total Foreign Currency Translation Adjustment	0.00
Total Tax Effects of Other Comprehensive Income	0.00
Total Other Comprehensive Income	0.00
Total Comprehensive Income	(1,736,555.57)